

TANLAC BREAKS WORLD RECORDS

Bottles Sold in Four Years Would Reach From New York to Denver, Col.

This is an age of big business, and although the public has become accustomed to big figures, the story of the marvelous growth and development of Tanlac forms one of the most interesting chapters of America's latter day commercial history.

Four years ago very few people had ever heard of Tanlac. Today it unquestionably has the largest sale of any medicine in the world, and is as well known in Canada as in this country.

In the brief period of only four years, this now famous remedy, has leaped from obscurity to the very pinnacle of success. Its fame, in fact, has long since spread beyond the limits of the continent, and numerous inquiries regarding it are now being received from many foreign countries.

Very few people, however, fully realize what a really wonderful record Tanlac has made. Indeed, if it were not for the unquestionable facts and figures given out by the largest and best known drug firms of the country, the story of its success would be hard to believe.

Up to January 1st, the total sales of Tanlac amounted to approximately twelve million bottles. This figure, however, is increasing, for during the first ten weeks of this year over one million bottles were sold and distributed in the United States and Canada, the exact figure being 1,306,184 in three months.

At this rate, therefore, the sales for the present year will amount to more than five million bottles. This will mean that 17,000 bottles of Tanlac will be sold during every day of the year, or 2,100 bottles for every hour of the average working day.

These figures are too stupendous for the average mind to grasp, but one may visualize what twelve million bottles means by imagining them laid out in a single file, and to end, this line would make a track of Tanlac from New York through Chicago, and on to Denver, Col., or they would make a double track of Tanlac from the Great Lakes to the Gulf of Mexico. Piled and piled they would tower 12 1/2 times as high as Pike's Peak, or rise 12 1/2 times higher than the Woolworth building in New York, the tallest building in the world.

The demand for Tanlac has become so great that its sales instead of being measured by the gross, as other preparations have been, is now reckoned by the carload, and even by the trainload. In proof of this it is a noteworthy fact that the leading drug jobbers everywhere now buy Tanlac almost exclusively in carload lots.

To supply the Pacific coast alone requires from 40 to 50 carloads per year. Jobbers of the Middle West are selling from 70 to 80 cars per year. One jobbing concern alone, the Evans-Smith Drug Company of Kansas City, Missouri, is selling at the rate of twenty carloads of 24,000 bottles per year. In a letter dated April 19th, Julius M. Price of that company says: "In figuring the amount of Tanlac sold since taking this agency we find that we are now working on the thirteenth car, having sold more than a quarter of a million packages in eight months."

The well-known drug firm of Heseler-Elle Drug Company, of Memphis, Tennessee, has sold over forty carloads since the introduction of Tanlac in that city four years ago. Mr. R. R. Ellis, president of that company, is authority for the statement that the demand for Tanlac has been greater than any other five medicines combined.

Within the past ninety days ten carloads of Tanlac were shipped to supply the demand of British Columbia, Saskatchewan, Alberta and Manitoba.

Mr. Charles McElroy, president of the Lyman Bros. & Co., Limited, of Toronto, one of the oldest and best known jobbing concerns in Canada, says: "We have handled in Ontario province, Canada, five carloads of Tanlac since October, 1918, while our total purchases have amounted to 32 cars within the past two years."

The Owl Drug Company, of San Francisco, the largest retail druggists on the Pacific coast, state that they have sold over 100 carloads of Tanlac at retail prices, which surpasses the remarkable record of the Jacobs Pharmacy Company, of Atlanta, who have sold approximately 80,000 bottles at retail.

These enormous sales mean but one thing, and that is—MERIT.

SENATE DEBATE IN TREATY BRINGS OUT DEEPER REASONS

Republicans Appear Satisfied at "Defeating" Wilson. Why Great Britain and France Wanted Text Held.

BY DAVID LAWRENCE. (The News Scimitar's Special Correspondent.)

WASHINGTON, June 11.—If what has happened already in the league of nations debate is an index of what is coming, passion, hatred and personal bitterness will govern the deliberations of the senate more than reason.

Today all sides took inventory of the result of the great battle between President Wilson and the Republican party. Senators Borah and Johnson, Republicans, won their fight to get printed a copy of the allied peace proposals to Germany. The Democrats fought publicity of the document until the Republicans would publicly admit that the document in their possession was not the peace treaty but a proposal which was part of the negotiations at Versailles and which would not be the treaty until it was signed by the senate.

Had Nothing to Hide. In defense of the president's course, those who are in a position to speak with knowledge of his dilemma in Paris disclosed today that Mr. Wilson himself had nothing to conceal when the decision was made to keep the treaty temporarily from the public but that Great Britain and France had insisted on the floor of the senate, revealed in his speech that England and France did not want certain portions of the treaty made public until a final agreement with the Germans was reached. He insisted that America had no interest in those sections of the treaty and no reason to want them suppressed, but that the president had deferred as a matter of courtesy to his colleagues who had represented to him that it was important for them to follow such a course.

Mr. Hitchcock hinted that lawlessness and Bolshevism were at the bottom of the apprehensions because radicals and socialists were stirring up trouble in the existing governments of Great Britain and France.

Inasmuch as America has a deep interest in keeping the governments of the entire world from being overthrown by physical force and all Europe thrown into a maelstrom of disorder, the president felt it incumbent upon him to yield to the persuasion of Premier Clemenceau and Prime Minister Lloyd George. He entered into a gentlemen's agreement not to make the treaty public. He has kept his word, as the senate investigating committee probably will find.

Hard to Keep It Secret. But the folly of it all is that anybody from Clemenceau to Lloyd George to President Wilson down supposed for a minute that with modern news-gathering methods and hundreds of copies of the peace treaty printed and distributed among the hundreds of editors of the various nations represented at Paris that somebody would not give a copy today or that some correspondent would not find a copy on his desk, without knowing who put it there or that the Germans given wide publicity as a basis for their campaign of modification, would not see to it that some of their agents in Paris stole a copy of this famous document and mailed it if not delivered it to various newspapers.

Germany showed clearly it wanted the treaty published by having it printed and distributed in the Scandinavian countries in the hope of having it reach entire peoples.

Senator Hitchcock dramatically charged the Republicans with "deserting Great Britain and France," and "acting in conflict with the president and in concurrence at least, with Germany."

Senator Johnson, of California, argued that inasmuch as an official summary had been published, this really released any one from the obligation to withhold the whole text. Mr. Hitchcock declared the official summary was all that the associated powers thought wise to give out and that they were the best judges of the situation.

It is an interesting commentary on the situation in congress that when Senator Borah began reading the peace treaty, senators filed out one by one. They weren't even interested in hearing read the document they had fought to get published, and most of them had not even read it before.

But now that the treaty is public, or that version of it which was submitted to the Germans at Versailles, what will the senate do about it? The Republicans admit they haven't an official document before them for consideration and that they only wanted it public for the "information" of the people of the United States.

Of course, it may be contended that no president of the United States ought to have the right to make such statements or give such pledges of secrecy, but until the rules of the diplomatic game are changed by consent of all the powers, the senate does not embarrass the president. Mr. Wilson undoubtedly will have to explain to his associates in Paris how the treaty was made public by the senate, and his statement yesterday will demonstrate clearly to Great Britain and France that he was still faithful to his promise.

Today the senate turned to wire control legislation as if it had no further interest in the peace treaty. Nobody is planning to make any suggestions for change in the treaty, though its flaws are numerous and its capacity for breeding trouble between nations is recognized by disinterested observers. In almost all of the entire countries, the Saar basin settlement and the inability of Germany to be protected against the abuses of the victors by being admitted into the league of nations awakened no interest. The senate Republicans bear the president's and seemed satisfied to let it go at that.

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Roll Call of White Truck Fleets In Actual Service

YEAR after year this list grows. It is something more than a list of well-known concerns owning ten or more White Trucks. It represents a yearly progress in added trucks per owner—the most extensive growth of individual fleets ever published by a truck maker.

The buyer of one or many trucks can have no better guide than the experience of those whose trucking volume affords a comparative knowledge of results.

There are now 2,774 fleets in active service, totaling 33,139 White Trucks, exclusive of all single truck installations.

The last column includes only the first three months of 1919

	1910	1911	1912	1913	1914	1915	1916	1917	To-day		1910	1911	1912	1913	1914	1915	1916	1917	To-day
Abraham & Straus	0	0	0	0	0	0	0	10	10	J. William Lee & Son	0	0	0	0	0	0	13	13	13
Air Nitrates Corporation	0	0	0	0	0	0	0	0	29	Fred T. Ley & Company	0	0	0	0	1	1	4	10	13
All Russia Zemsky & Cities Union	0	0	0	0	0	0	0	10	10	Leyte Land Transportation Co.	0	0	3	6	10	12	14	14	14
B. Altman & Company	0	0	0	0	0	0	0	22	26	Liberty Baking Company	0	0	0	0	0	0	0	4	15
Aluminum Co. of America Interests	0	0	0	0	0	0	0	16	20	Lit Brothers	0	0	0	0	0	0	17	26	27
American Ambulance Field Service	0	0	0	0	0	0	0	16	20	Boose-Wiles Biscuit Company	0	0	0	0	0	2	2	2	11
American Can Company	0	0	0	0	0	0	0	33	56	Los Angeles Brewing Company	0	0	0	0	0	0	0	5	10
American Petroleum Company	0	0	0	0	0	0	0	12	26	Los Angeles Ice & Cold Storage Co.	0	0	0	0	0	0	0	1	12
American Railway Express Companies	0	0	0	0	0	0	0	88	111	Henry C. Lytton & Sons (The Hub)	0	0	0	0	0	0	0	11	13
American Red Cross Society	0	0	0	0	0	0	0	86	122	McCreery & Company	0	0	0	0	0	0	11	15	15
American Steel & Wire Company	0	0	0	0	0	0	0	16	20	G. M. McKelvey Company	0	0	0	0	0	0	0	18	18
American Stores Company	0	0	0	0	0	0	0	19	37	R. H. Macy & Company	0	0	0	0	0	0	0	15	15
American War Relief Clearing House	0	0	0	0	0	0	0	32	32	Mandel Brothers	0	0	0	0	0	0	0	17	17
Ammerman Transportation Company	0	0	0	0	0	0	0	11	12	City of Manila	0	0	0	0	0	0	0	15	15
Anheuser-Busch Brewing Association	0	0	0	0	0	0	0	17	19	A. C. Marshall Company	0	0	0	0	0	0	0	11	11
Arlington Mills	0	0	0	0	0	0	0	2	12	State of Massachusetts	0	0	0	0	0	0	0	11	15
Armour & Company	0	0	0	0	0	0	0	1	12	The May Company	0	0	0	0	0	0	0	26	27
Associated Bell Telephone Companies	0	0	0	0	0	0	0	165	259	Mesaba Transportation Company	0	0	0	0	0	0	0	15	18
The Barrett Company	0	0	0	0	0	0	0	311	447	Michelin Tire Company	0	0	0	0	0	0	0	11	11
Associated Dry Goods Corporation	0	0	0	0	0	0	0	37	40	C. W. Miller Transfer Company	0	0	0	0	0	0	0	10	10
City of Atlanta	0	0	0	0	0	0	0	10	11	H. W. Mollenauer & Brother	0	0	0	0	0	0	0	8	10
Atlanta Baggage & Cab Co.	0	0	0	0	0	0	0	11	15	City of Nashville	0	0	0	0	0	0	0	1	12
Atlantic Ice & Coal Corporation	0	0	0	0	0	0	0	27	34	National Casket Company	0	0	0	0	0	0	0	21	24
Atlantic Refining Company	0	0	0	0	0	0	0	184	275	Province of New Brunswick	0	0	0	0	0	0	0	1	16
Auto Livery Company	0	0	0	0	0	0	0	15	15	State of New Jersey	0	0	0	0	0	0	0	3	37
The Bailey Company	0	0	0	0	0	0	0	13	20	City of New York	0	0	0	0	0	0	0	13	13
City of Baltimore	0	0	0	0	0	0	0	14	20	N. Y. Board of Fire Underwriters	0	0	0	0	0	0	0	20	20
Baltimore Transit Company	0	0	0	0	0	0	0	1	20	New York State Railways	0	0	0	0	0	0	0	1	10
The Barrett Company	0	0	0	0	0	0	0	11	19	Provan of Nova Scotia	0	0	0	0	0	0	0	0	10
Bellevue & Allied Hospitals	0	0	0	0	0	0	0	3	19	Ohio Oil Company	0	0	0	0	0	0	0	0	16
Stedman Bent	0	0	0	0	0	0	0	1	19	Omaha Taxicab Company	0	0	0	0	0	0	0	17	17
Best & Company	0	0	0	0	0	0	0	0	18	Onondaga County, N. Y.	0	0	0	0	0	0	0	3	10
William Bingham Company	0	0	0	0	0	0	0	16	20	Oppenheim, Collins & Company	0	0	0	0	0	0	0	21	27
Samuel Bingham's Sons Mfg. Co.	0	0	0	0	0	0	0	4	10	Pacific Mills	0	0	0	0	0	0	0	7	12
Bloomfield Brothers	0	0	0	0	0	0	0	0	20	Frank Parmelee Company	0	0	0	0	0	0	0	18	28
Boggs & Buhl, Inc.	0	0	0	0	0	0	0	24	23	Peninsula Rapid Transit Co.	0	0	0	0	0	0	0	7	15
Bohlen-Huse Coal & Ice Co.	0	0	0	0	0	0	0	7	10	State of Pennsylvania	0	0	0	0	0	0	0	2	15
Henry Bosch Company	0	0	0	0	0	0	0	12	12	Philadelphia Electric Company	0	0	0	0	0	0	0	5	15
City of Boston	0	0	0	0	0	0	0	18	18	Progressive Transfer Company	0	0	0	0	0	0	0	0	13
Boulevard Transportation Co.	0	0	0	0	0	0	0	3	13	Pierce Oil Corporation	0	0	0	0	0	0	0	12	15
Bradford Baking Company	0	0	0	0	0	0	0	25	26	Pike's Peak Auto Highway Co.	0	0	0	0	0	0	0	12	15
The Brandt Company	0	0	0	0	0	0	0	1	25	City of Pittsburgh	0	0	0	0	0	0	0	14	15
Broadway Taxi Operating Co.	0	0	0	0	0	0	0	12	12	H. & S. Pogue Company	0	0	0	0	0	0	0	2	12
Brooklyn Bottlers Supply Co.	0	0	0	0	0	0	0	9	11	Portland Seaboard Ice Company	0	0	0	0	0	0	0	5	11
Bry-Bloek Mercantile Co.	0	0	0	0	0	0	0	0	12	Prairie Oil & Gas Company	0	0	0	0	0	0	0	0	26
P. H. Butler Company	0	0	0	0	0	0	0	0	12	Progressive Transfer Company	0	0	0	0	0	0	0	0	26
H. M. Byllesby & Co., Inc.	0	0	0	0	0	0	0	5	17	Pullman Taxicab Company	0	0	0	0	0	0	0	10	31
Caddo Parish, Louisiana	0	0	0	0	0	0	0	2	13	Quaker City Cab Company	0	0	0	0	0	0	0	75	100
California Baking Company	0	0	0	0	0	0	0	0	13	Remar Company	0	0	0	0	0	0	0	0	11
Carolina Public Service Co.	0	0	0	0	0	0	0	0	12	Rieck-McJunkin Dairy Co.	0	0	0	0	0	0	0	2	16
Chapin-Sacks Manufacturing Co.	0	0	0	0	0	0	0	0	21	Riverside Taxi Service Co.	0	0	0	0	0	0	0	15	15
Chero-Cola Bottling Companies	0	0	0	0	0	0	0	0	21	Rocky Mountain Park Transp. Co.	0	0	0	0	0	0	0	3	21
City of Chicago	0	0	0	0	0	0	0	4	30	The Rosenbaum Company	0	0	0	0	0	0	0	33	40
Chicago Fire Insurance Board	0	0	0	0	0	0	0	13	13	Thomas J. Ryan	0	0	0	0	0	0	0	1	13
Cities Service Co. Interests	0	0	0	0	0	0	0	0	13	City of St. Louis	0	0	0	0	0	0	0	0	10
Clark's Bus Line	0	0	0	0	0	0	0	0	13	Saks & Company	0	0	0	0	0	0	0	10	10
Clearing House Parcel Delivery Co.	0	0	0	0	0	0	0	0	14	Salt Lake Transportation Co.	0	0	0	0	0	0	0	0	15
City of Cleveland	0	0	0	0	0	0	0	15	19	San Bernardino Mountain Auto Line	0	0	0	0	0	0	0	9	14
Cleveland-Akron Bag Company	0	0	0	0	0	0	0	14	19	City of San Francisco	0	0	0	0	0	0	0	1	10
Cleveland Builders Supply Co.	0	0	0	0	0	0	0	7	10	San Francisco Drayage Co.	0	0	0	0	0	0	0	1	10
Cleveland Electric Illuminating Co.	0	0	0	0	0	0	0	17	23	Schmidt & Ziegler, Ltd.	0	0	0	0	0	0	0	0	11
Cleveland Provision Company	0	0	0	0	0	0	0	13	13	Andrew Schoch Grocery Co.	0	0	0	0	0	0	0	7	12
Cleveland Transfer Company	0	0	0	0	0	0	0	1	19	Schulze Baking Company	0	0	0	0	0	0	0	22	31
Cleveland & Sandusky Brewing Co.	0	0	0	0	0	0	0	1	15	Seiple & Wolf	0	0	0	0	0	0	0	2	10
Club Cab Corporation	0	0	0	0	0	0	0	21	25	Franklin Simon & Company	0	0	0	0	0	0	0	6	10